

October 11, 2001

Mr. Ralph Staplin
City of College Station
1207 Texas Avenue
College Station, TX 77840

Dear Mr. Staplin:

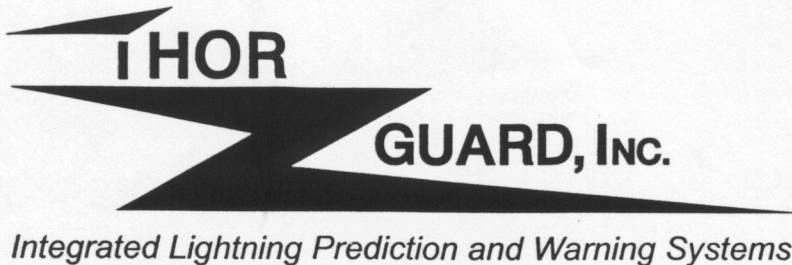
Please be advised that we are both the sole manufacturer and the sole distributor of the THOR GUARD Lightning Prediction and Warning Systems. As a matter of fact, THOR GUARD is the only company that manufactures a lightning prediction system in the entire world. Our products are manufactured in Sunrise, Florida.

We look forward to the opportunity to furnish and install our systems at your facility.

Very truly yours,

R A Miller
Vice President

RAM/jz



John C. Watson
Territory Manager

6423 Slate Stone
Houston, TX 77084

Telephone/Fax: (281) 859-5067
Cell Phone: (281) 413-1090

December 6, 2001

Mr. Ralph Staplin
City of College Station
1207 Texas Ave
College Station, TX 77840

Mr. Michael Ball-CPA
Deputy Superintendent
College Station I.S.D.
1812 Welsh
College Station, TX 77840

Dear Ralph and Michael:

Thank you for the invitation to meet with both of you and Jim Slaughter from the school district.

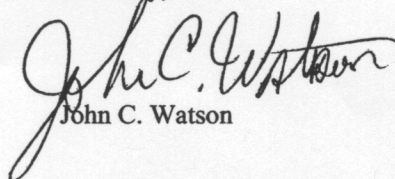
Based on those and our other discussions, I am forwarding to you the following quote with discounted pricing based on multi-unit purchase. This pricing was approved by my supervisor. This quote assumes this purchase or any portion that will be made this month.

As of January 1, 2002, our prices will increase 10% to 13%.

Attached is a list broken down by location, components, cost, service areas and price splitting with College Station I.S.D. I've also included fees for a 2 year maintenance contract.

Thank you for your consideration. If you have any questions or concerns, please call.

Sincerely,



John C. Watson

JCW/sln
Attachment

CITY

<u>Location</u>	<u>Components</u>	<u>Cost</u>	<u>Serves</u>
PD Dispatch	L-150 Computer	\$ 6,175.00	CP, Bee, WPC
	Thor Base Driver	\$ 950.00	
Central Park	Remote Solar Console	\$ 2,625.00	
Bee Creek	Remote Solar Console	\$ 2,625.00	
Wolf Pen Creek	Remote Horn/Solar	\$ 2,625.00	
Veterans Park	Thor-Guardian w/solar	\$ 5,005.00	Park
Sandstone Park	Thor-Guardian w/solar	\$ 5,005.00	Park
Southwood Park	Thor-Guardian	\$ 4,655.00	Ball Fields, Pool, Jr. High
College Hills School	Thor-Guardian w/solar	\$ 5,005.00	School/Thomas Park
Shipping & Handling	UPS Ground	\$ 700.00 (1065 total)	
All	Install/Admin/Train	\$ 7,200.00 (10400 total)	
City Assist credit	Install assist	\$-2,500.00-	
	UPS/Batt back-up/Surge	\$ 300.00	
	Tax, any fees	\$ - 0 -	Included
	Maintenance contract	\$ 1,600.00	2 years split (can option @ 800/yr) Not due until "2002"
	Subtotal	\$40,370.00	

CSISD

<u>Location</u>	<u>Components</u>	<u>Cost</u>	<u>Serves</u>
AMC Consolidated HS	L-150 Thor-Base Driver and Horn	\$ 6,175.00 \$ 2,400.00	HS
A&M Consol Junior High	Remote Solar Console (signal source Rec Sports)	\$ 2,625.00	Jr. High, Anderson Park
School/Miller Park	Thor-Guardian	\$ 4,655.00	School/Park
Pebble Creek Park	Thor-Guardian w/solar	\$ 5,005.00	Park, PB Elementary
Shipping & Handling	UPS Ground	\$ 465.00 (1065 total)	
All	Install/Admin/Train	\$ 3,200.00 (10400 total)	
	UPS/Batt backup/Surge	\$ 300.00	
	Maintenance contract	\$ 1,600.00	2 years split (can option @800/yr) Not due until "2002"
	Subtotal	\$24,825.00	

Other Costs

Poles for Mounting	Type Dependent	\$ 180.00	Department funds
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